

# Program Tracking

Ship-to  
Account  
Name

Thompson-Okun

Plan B Customer  
(Report in Cartons)

Updated Through

Last Input :

2/9/96

Ship-to  
Acct #

6411800

	Apr 28th 1995 Inventory	May Purchases	Jun Purchases	Jul Purchases	Aug Purchases	Sep Purchases	Oct Purchases	Nov Purchases	Dec Purchases	Dec 29th 1995 Inventory	Sales
RJR	3,247	7,200	7,950	4,920	6,570	5,430	6,360	5,280	6,660	4,118	49,499
PM	4,911	20,160	23,235	15,840	19,185	15,240	18,690	17,475	18,660	6,804	146,592
BAT	3,813	6,240	5,370	5,160	5,640	5,340	6,570	5,850	5,160	4,020	45,123
LOR	2,654	11,370	10,935	8,025	10,530	9,960	9,000	9,075	11,115	5,244	77,420
LIG	349	270	300	210	180	210	300	150	300	342	1,927
OTHER		10	50		60		50	10	50	825	-595
Grand Total	14,974	45,250	47,840	34,155	42,165	36,180	40,970	37,840	41,945	21,353	319,966
Base SOM RJR	14.5%										
Ending SOM RJR	15.4%										
+ or - SOM	+0.9%										

Total RJR Purchases

50,370

Total RJR Sales

49,499

Grand Total Sales

319,966

RJR Ending SOM

15.4%

RJR Representative

Date

Ship-to account  
Representative

Date

0008 97815

# Program Tracking

Ship-to  
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Name

Thompson-Okun

Plan B Customer  
(Report in Cartons)

Updated Through  
Last Input :  
12/11/95

Ship-to  
Acct #

6411800

	Apr 28th 1995 Inventory	May Purchases	Jun Purchases	Jul Purchases	Aug Purchases	Sep Purchases	Oct Purchases	Nov Purchases	Dec Purchases	Dec 29th 1995 Inventory	Sales
RJR	3,247	7,200	7,950	4,920	6,570	5,430	6,360			4118	41,677
PM	4,911	20,160	23,235	15,840	19,185	15,240	18,690			6804	117,261
BAT	3,813	6,240	5,370	5,160	5,640	5,340	6,570			4020	38,133
LOR	2,654	11,370	10,935	8,025	10,530	9,960	9,000			5244	62,474
LIG	349	270	300	210	180	210	300			342	1,819
OTHER	America Tih-	10	50		60		50			825	170
Grand Total	14,974	45,250	47,840	34,155	42,165	36,180	40,970			21,354	261,534
Base SOM RJR	14.5%										
Ending SOM RJR	15.9%										
+ or - SOM	+1.4%										

Total RJR Purchases 38,430

Total RJR Sales 41,677

Grand Total Sales 261,534

RJR Ending SOM 15.9%

Need By BRAND  
Inventory

RJR Representative

*Donnell P. Harnett*

Ship-to account  
Representative

*Donna*

SPOT CHECK

Date

12-29-95

Date

51846 8301

684 SCOTLAND RD  
ORANGE, NJ

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CARTON  
— BRAND INV.  
— TOTALS PER EACH COM.

51846 8302

# Program Tracking

Ship-to  
Account  
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Thompson-Okun

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(Report in Cartons)

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Last Input :

12/11/95

Ship-to  
Acct #

5411800

	Apr 28th 1995 Inventory	May Purchases	Jun Purchases	Jul Purchases	Aug Purchases	Sep Purchases	Oct Purchases	Nov Purchases	Dec Purchases	Dec 29th 1995 Inventory	Sales
RJR	3,247	7,200	7,950	4,920	6,570	5,430	6,360	5280	6,660		41,677
PM	4,911	20,190	23,235	15,840	19,185	15,240	18,690	17,475	18,660		117,261
BAT	3,813	6,240	5,370	5,160	5,640	5,340	6,570	5850	5160		38,133
LOR	2,654	11,370	10,935	8,025	10,530	9,980	9,000	9075	11,115		62,474
LIG	349	270	300	210	180	210	300	150	300		1,819
OTHER		10	50		60		50	10	50		172
Grand Total	14,974	45,250	47,840	34,155	42,165	36,180	40,970	37,840	41,945		261,534
Base SOM RJR	14.5%							Total RJR Purchases 38,430		Total RJR Sales 41,877	
Ending SOM RJR	15.9%									Grand Total Sales 261,534	
+ or - SOM	+1.4%									RJR Ending SOM 15.9%	
RJR Representative										Date	
Ship-to account Representative										Date	

51846 8303